

CHAMBER NEWS



Spring blossoms in the Walla Walla Valley.

April 2019

CHAMBER PARTNERSHIP WITH SBDC A WINNING COMBINATION FOR MEMBERS & COMMUNITY —



Kyle Tarbet
President & CEO

The Chamber is proud to serve as the fiscal agent for the Small Business Development Center in Walla Walla. While still a separate organization, the SBDC is housed at the Chamber office and serves as an important

partner to the Chamber's mission in fostering a sustainable, healthy and vibrant economic environment in the Walla Walla Valley. The Chamber has identified Small Business and Economic Development as a mission focus area and works to recruit small businesses to the area as well as develop home-grown businesses. The SBDC is a natural partner in this area as they provide core services which revolve around assisting clients with making better informed business decisions to grow and sustain their businesses. They provide in-depth, confidential, no cost customized one-on-one business advising, business training and advisor assisted market intelligence. These are specialized services the Chamber would be unable to provide without the SBDC's partnership.

As the Chamber strives to ensure a vibrant economic environment, partnering with organizations such as the Small Business Development Center gets real results. The SBDC has proven success in economic development and job creation in our valley. Last year alone, clients of the Walla Walla SBDC invested over \$2.5 million dollars of capital into their businesses and added 39 jobs to the local economy. Those numbers balloon to \$13.7 million in capital formation and 250 jobs when looking at the past ten years. Passionate business owners are empowered by advising in areas such as accessing capital, market research, planning for growth, marketing and exporting. These services are not just for start-ups and new businesses. Existing small businesses have the same benefits. Retaining jobs and assisting struggling businesses is a major focus for the SBDC too.

In March, Paul Bowen was hired as the new Business Advisor. Paul joined the Small Business Development Center after teaching business courses at Walla Walla Community College for five years. Paul's business experience was gained throughout a variety of careers. He started his young career as a marketing

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Contact **Cristie Crawford**
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509.527.4260



wwcc.edu/bas



We hope to move in before the end of the year and trust our fellow Chamber members will join us for a tour!

AT HOME WITH BMAC



Kathy Covey
BMAC

It is time! For over a half century we, at “BMAC,” have been in the business of helping our neighbors put a roof over their heads, food on their tables, train for jobs to support their families, and find emergency help when things turn upside down. We are now on our way to becoming homeowners ourselves and the excitement among our 53 staff is palpable!

BMAC is considered one of the leading social service providers in Washington State, part of a national focus on building, strengthening and maintaining healthy, thriving communities through a continuum of services that addresses the basic needs of those struggling in deepest poverty, helping people build skills and remove barriers on a path to self-sufficiency. The diversified nature of our work leads us to seek innovative collaborations with many of you, businesses, nonprofit agencies, and educational providers, to foster real change for our neighbors in need, and improve the conditions we all share.

We have moved six times in 52 years, in each new location we sought appropriately sized and reasonably priced accommodations for growing staff and client populations. BMAC has overseen the building, acquisition or renovation of 19 housing projects and 152 rental units. These include: housing for low income seniors, disabled adults and homeless families; a food warehouse that distributed a million pounds of food last year; and the Teen Center

(The Hub) adjacent to Lincoln High School, home of The Loft youth shelter operated by Catholic Charities, the Health Center, and Early Head Start operated by Children’s Home Society.

In 2017-2018: BMAC housing programs served over 800 families; 28,400 households accessed the network of food pantries, school and senior food programs we support; over 700 youth and adults received job placement, financial skills training, literacy skills, computer lab support, or tax preparation assistance; 474 of your neighbors were assisted with civil cases by 14 volunteer attorneys; over 280 long term care patients received advocacy services; 233 veteran families were supported in their efforts to moves out of homelessness; and energy cost assistance was provided to 2,142 households.

In May, 2018 we purchased the a 10,949 square foot building at 206 N. 2nd Street. The last of six tenants, Dr. Bradley Nielson (Nielson Eye Care, now at 2316 Eastgate St, Ste. 170) and George Hessler (Edward Jones, now at 315 E. Main, Ste. B) have relocated to their new homes and the renovation will soon begin. We hope to move in before the end of the year and trust our fellow Chamber members will join us for a tour!

The building was constructed in three distinct stages from 1949 through 1992 and will require major changes to house BMAC staff and programs. The 30 year-old roof will be replaced and skylights added over interior workspaces. Multiple HVAC systems of varying age and condition will be replaced with a new, energy efficient system. The art deco exterior design will be retained and the parking and entrance

will face Cherry Street. A large community space will become the building’s centerpiece. A central design will facilitate interdepartmental flow using an open, pod concept that supports BMAC’s team approach of shared responsibilities and cross-functioning. The renovation will open and reconfigure the interior of the building but provide interview spaces and enclosed hallways connecting service sections to ensure client privacy. Project funding comes from the State of Washington Building Communities Fund and an ongoing local/regional capital campaign which has reached just under \$175,000 of its \$500,000 goal.

We look forward to greater accessibility for our clients and colleagues and space to grow! We are eager to have a large, modular, well-appointed community room to host training and meetings and to share space with other community organizations. BMAC staff and volunteers expect to continue building our community from 206 South Second Street for decades to come. We are ready to settle into our forever home and contribute to the vitality of downtown!

POSTALANNEX+
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Sheila and Dean Proefrock

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FEBRUARY BUSINESS AFTER HOURS

Business After Hours hosted by the Holiday Inn Express on March 12.



PHOTO GALLERY

PHOTOS FROM OUR RECENT EVENTS



CEO MEET & GREET

Chamber CEO Meet & Greet March 13 at Dunham Cellars.

MEMBERS' NEWSFLASH

FISHING DERBY – APRIL 6

Join Parks & Recreation and Sportsman's Warehouse for the 2nd annual fishing derby. Children 14 years and under can come fish and win prizes. There is LOTS of fun to be had by all and we encourage everyone to come out and enjoy a day in the park! No registration needed - just show up and throw your line in!

PAELLA & PÉTANQUE – APRIL 6

Spend the evening with Ryan and the team enjoying Pétanque in the vineyard, and Paella prepared by the outstanding team from Andrae's Kitchen in the Cellar. Join Tertulia Cellars for their most popular event of the year. Pétanque courts will be ready to use by 5pm. Dinner in the Cellar at 6pm. Tickets include paella dinner and a glass of Rosé (additional wine available for purchase). To purchase your tickets, call (509-525-5700) or email (tastingroom@tertuliacellars.com) the Tertulia Cellars' Walla Walla Tasting Room. Tickets sold out last year, so don't miss out on this feast!

TASTIEST TACO – BEGINNING APRIL 12

United Way of Walla Walla County has partnered with 20 restaurants and food trucks in Walla Walla, Columbia counties and Milton-Freewater to bring you the "Tastiest Taco" Contest. Our HUGE thanks to these participating vendors for making this event possible--and for their tasty tacos: Agapas, Big House Brew Pub, Chief Springs Fire & Irons Brew Pub (Dayton), Dora's Deli/Worm Ranch, Fiesta en Jalisco (Dayton), Grandma's Kitchen, Hidden Valley Bakery, Jalisco Market (Stateline), La Casita, La Monarca, La Ramada, Maple Counter, Mi Pueblito, Public House 124, Red Monkey, Stone Hut, Taqueria Yungapeti, The Brik, The Happy Wanderer (College Place) and Wingman Birdz + Brewz. When you purchase a stamp book, you will be entitled to one free taco at each of 20 local participating vendors, from April 12 through Cinco de Mayo! (Vegetarian tacos included!)

TO KILL A MOCKINGBIRD – APRIL 14

Set in 1935, this play illustrates the social issues of this time period as the black people of the community have a special feeling about Scout's father. Unpleasant things are shouted and the bewildered girl turns to her father, Atticus, a lawyer. Atticus explains that he is defending a young Negro wrongfully accused of a grave crime. Atticus fights his legal battle with a result that is part defeat, part triumph. As Atticus comes out of the courthouse, the deeply moved town minister tells Scout, "Stand up. Your father's passing!" [Click here](#) to purchase tickets.



Nanette with Holland America leads a Preview Night presentation for the Chamber trip to Alaska departing this July.

SBDC PARTNERSHIP

CONTINUED FROM PAGE 1

manager for the Nation's largest pest control company. Paul then transitioned into the call center industry where he found success as an account manager, a quality control manager and eventually as a call center site director. Although he thoroughly enjoyed working in the call center industry, Paul couldn't let go of the idea of owning his own business. He purchased and operated a restaurant for nearly four years. After selling the restaurant, Paul decided it was time to take on a new role. He earned his Washington state real estate license and began selling residential and commercial real estate.

Paul earned his B.A. in Organizational Management from Ashford University and special-

izes in the following areas; Personnel Management (retention, motivation, development), Leadership, Business Plans, Marketing Plans, Creative Financing.

The Chamber welcomes Paul! His diverse business background and community connections are a major asset to the SBDC, the Chamber and the business community in general. I would also like to thank our partners who provide the financial support to keep the SBDC operating in our area. Contributions from The Downtown Walla Walla Foundation, Port of Walla Walla, Columbia REA, Banner Bank, City of Walla Walla, Port of Columbia, Baker Boyer Bank, City of College Place, Visit Walla Walla and the Walla Walla Valley

Wine Alliance ensure that these services can be provided to local entrepreneurs. You can take advantage of the SBDC's services by [scheduling an appointment online](#).





Join Dunham Cellars April 5-7 as they celebrate the start of Spring in the Walla Walla Valley! Open daily from 11 AM to 4 PM.

EXCITED TO SERVE



Greg Kettner
Member Services

Hello, people reading this newsletter, I am excited to join a great chamber team to help our business community grow and thrive.

I look forward to serving you in any way we can with the resources of our chamber, our partners and our network. Helping others has always been a passion of mine, and I can't wait to get to make new relationships and build upon the ones I already have.

My journey to this position started back in 1991 when I moved here to attend Walla Walla University (WWU). During those years, I earned a BSBA in Business/Marketing, helped form the Walla Walla Wolfpack Hockey Team, sold advertising for the WWU student newspa-

per, The Collegian and built lasting friendships including my amazing wife Becky.

After college, my journey took me to Seattle where I helped open Seattle Niketown, sold tickets and sponsorship for the Seattle Thunderbirds (WHL). Five years later, I moved back to my Canadian homeland to continue my sales career with the Vancouver Canucks (NHL), Vancouver Whitecaps (MLS), Business Objects, SAP and BuildDirect.

While in Vancouver, I started dabbling in stand up comedy at local open mic nights which lead to an impromptu performance in front of 3,500 co-workers in Las Vegas at an SAP Sales Kickoff. That led to headlining comedy clubs across Canada and the US and working with comics that included Norm Macdonald, Gilbert Gottfried, and Robin Williams.

During one tour, I reconnected with Becky via

Facebook and we started dating long distance between Vancouver and the states for about four years until I had enough resources to obtain a US visa and a Canadian diamond ring.

Becky and I got married in the Walla Walla Valley in 2016. We love living here with its small-town feel and good people. Our daughter Rachel will graduate from Rogers Adventist School this June. We look forward to continuing to put down roots in this incredible community.

Helping others succeed by learning about their business and the challenges they face while offering solutions has brought success to those I've worked with. I look forward to being of service in a similar way as I begin my new role with the Walla Walla Valley Chamber. Being apart of a great team with Kyle, Twanya and MARRISA will allow me to serve our community to its fullest.



Contact the Chamber at 509-525-0850 to learn more!



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Attn: Tawnya Richards
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THANK YOU

NEW MEMBERS

Desiree Schulz

The Leadership Difference, Inc.

RENEWING MEMBERS

Alder Family Dental ('13)	Koncrete Industries ('91)
Alvy's Barber Studio ('19)	McCurley Integrity of Walla Walla, Inc ('14)
Blue Mountain Bottled Water ('18)	Odom NW Beverage ('78)
Brookdale Walla Walla ('96)	Paragon Auto Sales ('16)
Camp Fire Walla Walla ('01)	PetSmart ('18)
Children's Home Society of Washington ('71)	Rodda Paint Co. ('12)
City of College Place ('84)	Savvy Accounting ('09)
Clark Arias Physical Therapy ('00)	Sykes Enterprises ('11)
Coldwell Banker First Realtors – Dennis ('75)	T Barbershop ('17)
Comfort Inn & Suites ('07)	Total Office Concepts ('34)
Conner's Flooring and Design LLC ('01)	Travelodge of Walla Walla ('63)
COUNTRY Financial ('18)	Valley Vision Clinic ('62)
Craik Pediatric Dentistry ('15)	Vision Source Walla Walla ('04)
D'Olivo ('15)	Walla Walla Builders Supply Inc ('94)
DaMa Wines ('08)	Walla Walla DJ, LLC ('19)
Enhanced Dental Care of Walla Walla ('10)	Walla Walla Organics ('14)
Frontier Days Foundation ('15)	Walla Walla Pediatric Dentistry ('14)
Heartland Mortgage Inc., NMLS# 3205 ('19)	Walla Walla River Estate ('14)
Jackson Contractor Group ('17)	Walla Walla Valley Academy ('09)
Jeff Callow ('99)	Walla Walla's Harvest Foods ('09)

THE PEOPLE BEHIND THE SCENES

CHAMBER BOARD MEMBERS

Rob Blethen - Board Chair Baker Boyer	Breanna Maiuri Dunham Cellars	Derek Brandes Walla Walla Community College
Roger Esparza - Immediate Past Chair Williams Team Homes	Toby Salazar T-Barbershop	Norma Arceo Las Chiquillas Mexican Restaurant
David Elmenhurst - Treasurer CliftonLarsonAllen	Chuck Reininger Reininger Winery	Danny Freeman Premier Motors
Kyle Tarbet - Secretary Walla Walla Valley Chamber of Commerce	Kathy Covey Blue Mountain Action Council	Brenda Williams Williams Team Homes
Brian Hunt Walla Walla Union-Bulletin	Bill Clemens Pacific Power	Kim Rolfe Whitman College
Adam Keatts Banner Bank	Kari Isaacson Blue Mountain Community Foundation	

VISIONARY MEMBERS

Baker Boyer	Gesa Credit Union	PocketiNet
Banner Bank	Inland Cellular	Walla Walla Union-Bulletin
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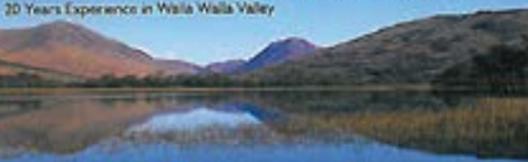


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APRIL EVENTS

Check online for updates & to register for events

- 03 **BUSINESS SUMMIT @ Courtyard Marriott – 1:00pm**
- 09 **BUSINESS AFTER HOURS @ WWCC - 5:30pm**
- 17 **GRAND OPENING @ Cherry Creek Mortgage - 3:00pm**

MAY EVENTS

Check online for updates & to register for events

- 01 **MEMBERSHIP FAST TRACK @ the Chamber – 8:30am**
- 14 **BUSINESS AFTER HOURS @ Gesa Credit Union - 5:30pm**
- 22 **WOMEN IN BUSINESS @ Courtyard Marriott - 11:30am**